

Message Text

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FM AMCONSUL ISTANBUL

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UNCLAS ISTANBUL 2183

EO 11652: N/A

TAGS: BEXP, NER, TU

SUBJECT: MARINE DIESEL ENGINES - FOREIGN GOVT TENDER

REF: (A) USDOC 10350; (B) ISTANBUL 2106; (C) ISTANBUL 2568;
1519, 1352, 1215, 1214, 574 -- ALL 1974

1. APPRECIATE PROMPT USDOC CONTACT WITH MAJOR US MANUFACTURERS
MARINE DIESEL ENGINES. AS USDOC MAY BE AWARE, TENDER BY
TURKISH MARITIME BANK FOR TWO ENGINES WAS ISSUED IN MAY 1974
(ISTANBUL 1214). CONGEN WORKED STRENUOUSLY OBTAIN BID FOR US
SUPPLIER. HOWEVER, DESPITE OUR EFFORTS OVER THREE-MONTH PERIOD
ONLY ONE US SUPPLIER, DELAVAL, INTERESTED IN THAT BID VALUED AT
APPROXIMATELY \$2 MILLION. DELAVAL, FOR REASONS
NOT ENTIRELY
CLEAR TO US, DECLINED TO MAKE BID AT THAT TIME.

2. SINCE BID SPECIFICATIONS CONTAINED ISTANBUL'S 2106
IDENTICAL TO THOSE ISSUED LAST YEAR (ISTANBUL 1214) DELAVAL
HOPEFULLY WILL BE IN POSITION TO PREPARE BID BY JULY 23 DEADLINE.
IN PAST CASES WHERE CONGEN HAS ASKED FOR EXTENSION OF BID
DEADLINE WE HAVE FOUND THAT THIS GENERALLY NOT POSSIBLE.
HOWEVER, OUR EXPERIENCE HAS BEEN THAT BID DEADLINE IF OFTEN
EXTENDED AT LAST MOMENT BY TURKISH GOVT. AGENCIES, PARTICULARLY
IN CASES WHEN BID NOTIFICATION IS SO CLOSE TO DEADLINE, AS IS
CASE WITH CURRENT BID.

3. AS USDOC WILL SEE FROM EXTENSIVE CONGEN REPORTING
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OF PREVIOUS TENDER (REF C) WE ARE IN TOUCH WITH INFLUENTIAL TURK

WHO HAS EXCELLENT CONTACTS IN TURKISH MARITIME BANK, WHO
EAGER TO BE OF ASSISTANCE TO US SUPPLIERS. DESPITE FACT THAT
DELAVAL HAS REPRESENTATIVE
IN TURKEY, HE HAS NOT SOUGHT
ASSISTANCE OF CONGEN, NOR
AS FAR AS WE ARE AWARE, HAS HE
KEPT DELAVAL INFORMED OF DEVELOPMENTS IN MARITIME FIELD. SINCE
VALUE THIS BID UPWARDS OF \$6 MILLION WE WOULD LIKE TO SEE SENIOR
DELAVAL AND/OR FAIRBANKS MORSE EXECUTIVE COME TO TURKEY FOR
ON-SPOT ASSESSMENT PROSPECTS OF SUCCESSFULLY OBTAINING THIS BID.
IN ADDITION TO MEETINGS WITH OUR PRINCIPAL SOURCE, WE WOULD
ARRANGE APPOINTMENTS WITH TOP LEVEL TURKISH MARITIME BANK AND
TURKISH CARGO LINE OFFICIALS AND PROVIDE OTHER APPROPRIATE ASSISTANCE.

4. ACTION REQUESTED: USDOC REQUESTED CONTACT DELAVAL
AND FAIRBANKS MORSE AT SENIOR EXECUTIVE LEVEL TO URGE DESPATCH
OF TOP LEVEL US REPRESENTATIVE TO VISIT TURKEY SOONEST.
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